

WHAT IS CLAIMED IS:

1. A method for demand planning, comprising:

determining a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising
5 production of a quantity of at least one intermediate product that is to be further processed to produce the end product;

determining a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

10 making the additional quantity value for the intermediate product available for use in generating additional demand for the intermediate product.

2. The method of Claim 1, wherein determining the value representing the additional quantity of the intermediate product comprises determining a difference between a
15 total quantity of the intermediate product that the manufacturer can produce and the quantity of the intermediate product used during production of the end product.

3. The method of Claim 1, further comprising making all of the additional quantity of the intermediate product available for sale.

20 4. The method of Claim 1, wherein production of the intermediate product comprises production of at least one by-product that is not to be further processed to produce the end product; and

further comprising:

25 determining a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

making the total quantity value for the by-product available for use in generating additional demand for the by-product.

5. The method of Claim 4, further comprising making all of the total quantity of the by-product available for sale.

6. The method of Claim 4, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-product comprises a chemical by-product.

7. The method of Claim 4, further comprising generating contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

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8. Software for demand planning, the software being embodied in at least one computer-readable medium and operable when executed by a processor to:

determine a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of a quantity of at least one intermediate product that is to be further processed to produce the end product;

determine a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

make the additional quantity value for the intermediate product available for use in generating additional demand for the intermediate product.

9. The software of Claim 8, wherein the software is operable to determine the value representing the additional quantity of the intermediate product by determining a difference between a total quantity of the intermediate product that the manufacturer can produce and the quantity of the intermediate product used during production of the end product.

10. The software of Claim 8, wherein production of the intermediate product comprises production of at least one by-product that is not to be further processed to produce the end product; and

wherein the software is further operable to:

determine a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

make the total quantity value for the by-product available for use in generating additional demand for the by-product.

11. The software of Claim 10, wherein the software is further operable to generate contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

12. The software of Claim 11, wherein the contract terms involve all of the additional quantity of the intermediate product and all of the total quantity of the by-product.

5 13. The software of Claim 10, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-product comprises a chemical by-product.

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14. A system for demand planning, comprising:

memory containing a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of a quantity of at least one intermediate product that is to be further processed to produce the end product; and

one or more processors collectively operable to:

determine a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

make the additional quantity value for the intermediate product available for use in generating additional demand for the intermediate product.

15. The system of Claim 14, wherein:

the memory further contains a value representing a total quantity of the intermediate product that the manufacturer can produce; and

the processor is operable to determine the value representing the additional quantity of the intermediate product by determining a difference between the total quantity value for the intermediate product and the quantity of the intermediate product used during production of the end product.

16. The system of Claim 14, wherein production of the intermediate product comprises production of at least one by-product that is not to be further processed to produce the end product; and

wherein the processor is further operable to:

determine a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

make the total quantity value for the by-product available for use in generating additional demand for by-product.

17. The system of Claim 16, wherein the processor is further operable to generate contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

5 18. The system of Claim 17, wherein the contract terms involve all of the additional quantity of the intermediate product and all of the total quantity of the by-product.

19. The system of Claim 16, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-product comprises a chemical by-product.

20. The system of Claim 14, wherein the processor is further operable to generate the demand quantity value for the end product.

21. A method for demand planning, comprising:

determining a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of at least one by-product that is not to be further processed to produce the end product;

determining a value representing a quantity of the by-product that would be produced during production of the end product; and

making the quantity value for the by-product available for use in generating additional demand for the by-product.

22. The method of Claim 21, wherein production of the end product also comprises production of a quantity of at least one intermediate product that is to be further processed to produce the end product; and

further comprising:

determining a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

determining a value representing a total quantity of the by-product that would be produced during production of the end product and production of at least a portion of the additional quantity of the intermediate product.

23. The method of Claim 22, further comprising making all of the total quantity of the by-product available for sale.

24. The method of Claim 22, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-product comprises a chemical by-product.

25. The method of Claim 22, further comprising generating contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

26. Software for demand planning, the software being embodied in at least one computer-readable medium and operable when executed by a processor to:

determine a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising
5 production of at least one by-product that is not to be further processed to produce the end product;

determine a value representing a quantity of the by-product that would be produced during production of the end product; and

make the quantity value for the by-product available for use in generating additional
10 demand for the by-product.

27. The software of Claim 26, wherein production of the end product also comprises production of a quantity of at least one intermediate product that is to be further processed to produce the end product; and

15 wherein the software is further operable to:

determine a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

determine a value representing a total quantity of the by-product that would be
20 produced during production of the end product and production of at least a portion of the additional quantity of the intermediate product.

28. The software of Claim 27, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-
25 product comprises a chemical by-product.

29. The software of Claim 27, wherein the software is further operable to generate contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

30. A system for demand planning, comprising:

memory containing a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of at least one by-product that is not to be further processed to produce the end product; and

one or more processors collectively operable to:

determine a value representing a quantity of the by-product that would be produced during production of the end product; and

make the quantity value for the by-product available for use in generating additional demand for the by-product.

31. The system of Claim 30, wherein:

production of the end product also comprises production of a quantity of at least one intermediate product that is to be further processed to produce the end product;

the memory further contains a value representing a total quantity of the intermediate product that the manufacturer can produce; and

the processor is further operable to:

determine a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product; and

determine a value representing a total quantity of the by-product that would be produced during production of the end product and production of at least a portion of the additional quantity of the intermediate product.

32. The system of Claim 31, wherein the end product comprises a chemical end product, the intermediate product comprises a chemical intermediate product, and the by-product comprises a chemical by-product.

33. The system of Claim 31, wherein the processor is further operable to generate contract terms using the additional quantity value for the intermediate product and the total quantity value for the by-product.

34. A system for demand planning, comprising:

means for storing a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of a quantity of at least one intermediate product that is to be further processed to produce the end product, production of the intermediate product comprising production of a quantity of at least one by-product that is not to be further processed to produce the end product;

means for determining a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product, and for determining a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

means for making the additional quantity value for the intermediate product and the total quantity value for the by-product available for use in generating additional demand for the intermediate product and by-product.

35. A system for demand planning, comprising:
memory containing:

5 a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of a quantity of at least one intermediate product that is to be further processed to produce the end product, production of the intermediate product comprising production of a quantity of at least one by-product that is not to be further processed to produce the end product; and

10 a value representing a total quantity of the intermediate product that the manufacturer can produce; and

one or more processors collectively operable to:

determine the demand quantity value for the at least one end product;

15 determine a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product, the additional quantity value for the intermediate product determined using the total quantity value for the intermediate product;

determine a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

20 make the additional quantity value for the intermediate product and the total quantity value for the by-product available for use in generating additional demand for the intermediate product and by-product.

36. A method for demand planning, comprising:

determining a value representing a demand quantity of at least one end product that a manufacturer is to produce, production of the demand quantity of the end product comprising production of a quantity of at least one intermediate product that is to be further processed to produce the end product, production of the intermediate product comprising production of a quantity of at least one by-product that is not to be further processed to produce the end product;

determining a value representing an additional quantity of the intermediate product that the manufacturer can produce in addition to the quantity of the intermediate product used to produce the end product, the additional quantity value for the intermediate product determined using a value representing a total quantity of the intermediate product that the manufacturer can produce;

determining a value representing a total quantity of the by-product that would be produced during production of the quantity of the intermediate product and production of at least a portion of the additional quantity of the intermediate product; and

making the additional quantity value for the intermediate product and the total quantity value for the by-product available for use in generating additional demand for the intermediate product and by-product.